

Message Text

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PAGE 01 KUWAIT 00205 111422Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----117232 111608Z /53

R 111305Z JAN 78
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO SECSTATE WASHDC 9901
AMEMBASSY ATHENS
AMEMBASSY JIDDA
AMEMBASSY MUSCAT
USINT BAGHDAD

UNCLAS KUWAIT 0205

COMMERCE FOR ITA/BED/CAGNE & OIM/SAD

STATE FOR NEA/ARP

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, KU
SUBJECT: ELECTRICAL ENERGY SYSTEMS TRADE MISSION: STOPOVER
IN KUWAIT

REF: (A) 77 USDOC 24287, (B) 77 MUSCAT 1806,
(C) 77 KUWAIT 6009 (NOTAL), (D) 77 KUWAIT A-57 OF 7/16/77.

1. REF A, PARA 3D TALKS OF SPINOFF STOPOVER IN KUWAIT FOR
ELECTRICAL ENERGY SYSTEMS (EES) TRADE MISSION MEMBERS IN
JANUARY, 1979, RPT 1979. REF B GIVES DETAILED SCHEDULE FOR
ELECTRICAL ENERGY SYSTEMS TRADE MISSION TO VISIT MUSCAT
FEB. 3-5, 1978, RPT 1978. NOV. 1977 CAGNE TRADE PROMOTION
EVENT SCHEDULE INCLUDES EES MISSION TO IRAQ, OMAN AND SAUDI
ARABIA ENDING FEB. 10, 1978. HAS FY 1979 MISSION BEEN
MOVED UP TO THIS MONTH, OR ARE THERE NOW TWO MISSIONS?
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2. ASSUMING THE MISSION IS ON FOR THIS JAN/FEB., WE
WOULD APPRECIATE NAMES, FIRMS, AND PRODUCT LINES OF
THOSE TM PARTICIPANTS WHO ARE INTERESTED IN MAKING KUWAIT
A STOPOVER POINT FOLLOWING THE CONCLUSION OF THE EES
MISSION ON 10 FEBRUARY. WE WILL NEED APPROXIMATELY
TWO WEEKS TO MAKE ARRANGEMENTS WITH THE MINISTRY OF

ELECTRICITY AND WATER FOR APPROPRIATE APPOINTMENTS AND TO TARGET THOSE LOCAL MERCHANT ESTABLISHMENTS THAT WOULD BE INTERESTED IN ARRANGING BUSINESS APPOINTMENTS WITH THE TM MEMBERS. WHATEVER COMPANY LITERATURE WHICH CAN BE POUCHED IN A TIMELY FASHION WILL BE APPRECIATED. MATERIAL SHOULD NOT RPT NOT BE AIR FREIGHTED.

3. COMPANIES SHOULD BE REFERRED TO KUWAIT MAJOR PROJECT LIST, REFAIR D, AS A SOURCE OF INFORMATION ON PROJECTS WITHIN THEIR FIELD OF INTEREST. AS REPORTED IN REF C, THE MINISTRY OF ELECTRICITY AND WATER HAS EXPRESSED ITS DEEP INTEREST IN HAVING AMERICAN FIRMS, RATHER THAN JUST JAPANESE, GERMAN AND ENGLISH FIRMS, BID ON ITS PROJECTS. A FACTOR THAT MAY MAKE AMERICAN CONTRACTORS IN THE FIELD OF ENERGY SYSTEMS MORE COMPETITIVE IN KUWAIT IS THE GROWING INTEREST OF KOREAN CONSTRUCTION FIRMS RESIDENT IN KUWAIT IN JOINT VENTURES WITH AMERICAN FIRMS ON MAJOR PROJECTS.
MAESTRONE

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NNN

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